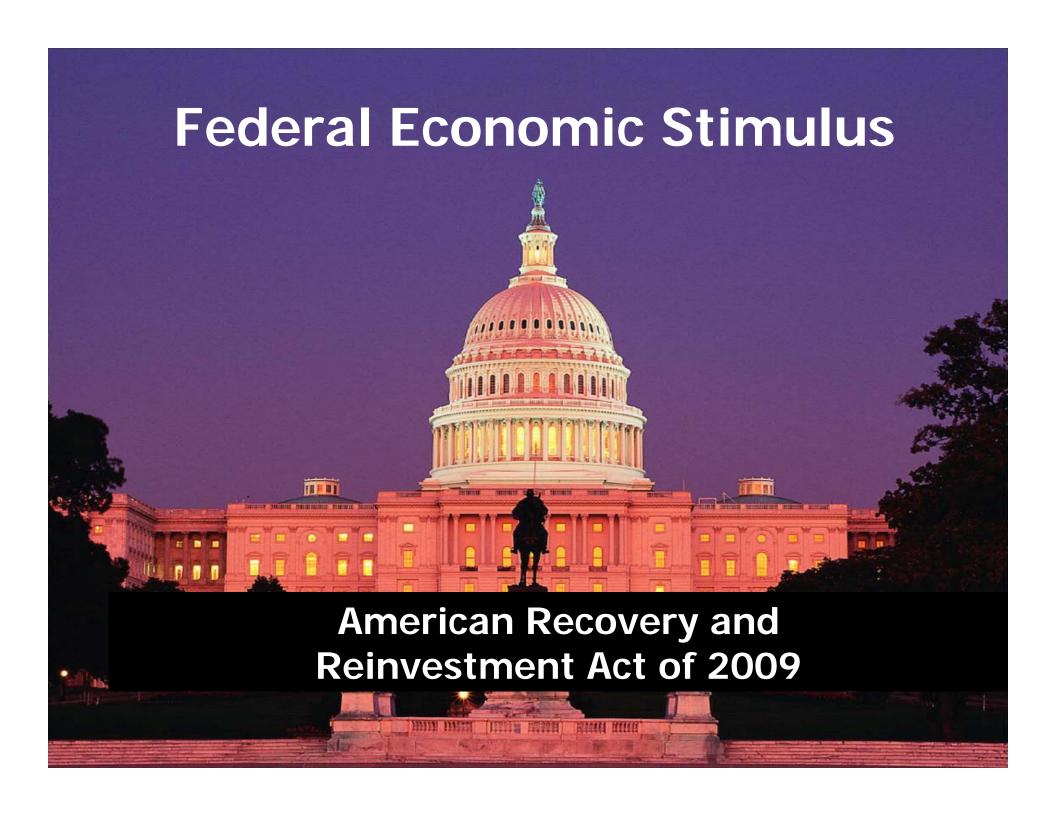


Agenda

- Welcome by Department of Public Works Administration
- Update on Federal Stimulus Funding
- Overview of Contracting Opportunities with the County of Los Angeles, Department of Public Works
- Office of Small Business/PTAC
- Tips for Successful Bids and Proposals
- Panel/Questions



Overview

- Signed by President Obama February 17, 2009
- \$787 Billion Package
 - \$287 Billion to be devoted to tax cuts
 - \$330 Billion is in aid to States
 - \$170 Billion is allocated to federal social programs and federal spending programs
- Administered by State and Federal agencies
- Approx. \$32 Billion to CA (Direct Funding)
- Main Objective: Job Preservation/Creation
- Transportation Infrastructure also one of main goals

Funding Distribution

Funds will be distributed generally in three ways:

1. Pass-through via state agencies either directly or through competitive grants

Example: Transportation funds in CA distributed by Caltrans

Federal agency formula program
 Example: Community Development Block Grant Program

3. Federal agency competitive grant programs

Example: National Surface Transportation System competitive grant program

CA Share of ARRA Funds

Health	\$9.04 B
Education	\$7.97 B
Labor and Work Force Development	\$6.0 B
Transportation	\$3.63 B
Social Services	\$3.52 B
General Purpose Fiscal Stabilization	\$1.10 B
Resources/ Environmental	\$0.60 B
Housing Programs	\$0.38 B
Criminal Justice	\$0.26 B
Other	\$0.03 B
Total	\$32.53 B 6

Transportation

- \$46.7 Billion nationwide for a variety of transportation projects
 - \$27.5 Billion (Highways and Roads)
 - \$7.55 Billion (Transit)
 - \$8.0 Billion (High Speed Rail)
 - \$1.50 Billion (Supplementary Discretionary Grants)
 - \$1.30 Billion (Aviation Infrastructure)
 - \$0.85 Billion (Other Transit Grants)
- State of California Share
 - \$2.57 Billion (Highways and Roads)
 - \$1.06 Billion (Transit)
- \$315 Million LA County Region's share for Highways & Roads
- \$45 Million County's share for various transportation projects

Asphalt Concrete Paving



Other Programs

We may receive additional funding under discretionary programs:

- Airport Improvement Projects- \$1.1 Billion Competitive Grants
- Energy Efficiency and Conservation Block Grant \$400 Million Competitive Grant Process
- Alternative Fueled Vehicles Pilot Program
- Diesel Emission Reduction Grants \$300 Million Competitive Grant Process
- Army Corps of Engineers (Army Corps) \$2 Billion towards Army Corps' Construction
 Program to fund environmental infrastructure projects
- EPA Clean Water State Fund **\$4 Billion** Competitive Grant Process

Airfield Rehabilitation Project



Contract Opportunities

- Federal Stimulus Funding realized from all the programs will enhance the current available contracting opportunities.
- Projects that are part of the Stimulus Funding will be part of the regular contract process and will be advertised for eligible bidders.

Contract Opportunities

Construction and Service Contracts

Capital Projects Facilities Overview

Responsible for County capital projects

 Manage over 100 capital projects with an estimated value of approximately \$1.5 Billion.



Capital Projects



Capital Projects Facilities

- Beaches & Harbors
- Health Services
- Mental Health
- Parks & Recreation
- Public Libraries

- Courts
- Fire
- Probation
- Sheriff
- Computer Data Facilities



Van Nuys Civic Child Development Center



Job Order Contracting (JOC)

- JOC Contracts are for repair and rehabilitation of County facilities.
- Competitively bid, fixed-unit-price contract.
- Contractors can be awarded up to \$4.0 Million in cumulative Work Orders during a one-year contract term.

Design-Build Services

- Primary Objective
 - Select a Design-Build firm that provides the best value through qualification-based best value selection (RFP).
 - Bring best available design and construction experience and expertise together to collaborate with County.
 - Design-Builder will be responsible for designing, building, and providing warranty maintenance.



Current Design-Build Project

- Fire Stations 128 and 132
- Bob Hope Patriotic Hall
- Harbor-UCLA Medical Center
- Olive View Psychiatric Urgent Care Center
- El Cariso Gymnasium & Community Bldg
- Sybil Brand Institute
- Vasquez Rocks Nature Center

Harbor UCLA Medical Center





Upcoming Projects

To view available projects, visit: http://dpw.lacounty.gov/business

Contracting Process for Construction Projects

Public Works Contract Opportunities

TYPES OF PROJECTS:

- Airport Pavement Rehabilitation
- Bikeway Projects
- Bridge Reconstruction and Widening
- Bridge Seismic Retrofit Projects
- Flood Control Projects
- Median Landscape and Streetscape Projects
- Pavement Preservation
- Roadway Construction and Widening
- Roadway Replacement, Resurfacing and Rehabilitation
- Sewer Maintenance Projects
- Traffic Signal Upgrades
- Waterworks Projects

Flood Project



Contract Acquisition Process

- Advertise/Notice Inviting Bids
- Sealed Bids
- Award to lowest responsive and responsible bidder.
- Plan holders list

Contract Documents

- Bid proposal
- Instructions to Bidders
- Standard Specifications for Public Works Construction, Greenbook
- Standard Plans for Public Works Construction
- Special Provisions and Plans

Methods of Advertisements

- **Local Papers**
 - Los Angeles Times
 - Daily News
 - La Opinion (Spanish)

 - Los Angeles Sentinel
 - San Gabriel Valley Tribune
- **Trade Publications**
 - Greensheet
 - Bid America
 - Reed Construction Data

- Plan Rooms
 - Van Nuys Plan Room
 - Hi-Desert Plan Room
- The Plan Room
- Antelope Valley Press
 Ventura County Plan Service
 - Construction Update
 - Contractors Info. Network
 - Websites
 - dpw.lacounty.gov
 - LACO Bids http://dpw.lacounty.gov/business



Service Contracts

Professional/Consulting Services (State licensed engineering, consulting, etc.)

All Other Services

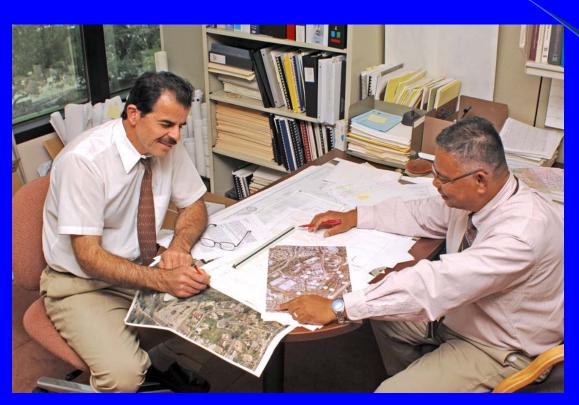
Professional/Consulting Services

- Architectural/Engineering
- Structural
- Mechanical
- Environmental
- Geotechnical
- Materials Testing
- Construction Management
- Project Management
- Surveying
- Hazardous Materials
- Inspection
- Water Systems

- Traffic Signal Design
- Mapping
- Traffic Engineering
- Design Review
- Information Technology
 - Telemetry Systems
 - Geographical Information Systems
 - Pedestrian Routing Using GIS
 - Traffic Management Systems
 - Document Management and Information



Engineers at Work





Other Services

- Public Works administers over 280 other services ranging in annual contract amount of \$10,000 to as much as \$10 Million.
- Contracting Process utilizes Request for Proposal, Information for Bids, and Request for Statement of Qualifications.
- Check Public Works website for posting of all open solicitations at:
 - http://dpw.lacounty.gov/business

Other Service Contracts

- Herbicide Application
- Hazardous Waste Removal
- Vehicle Repair
- Tree Trimming
- Environmental Drilling
- Janitorial
- Graffiti Removal
- Landscape
- Librarian
- Security Guard
- Shuttle Services
- Garbage/Franchise Hauling Service
- Aerial Photography
- Sewer System Repair

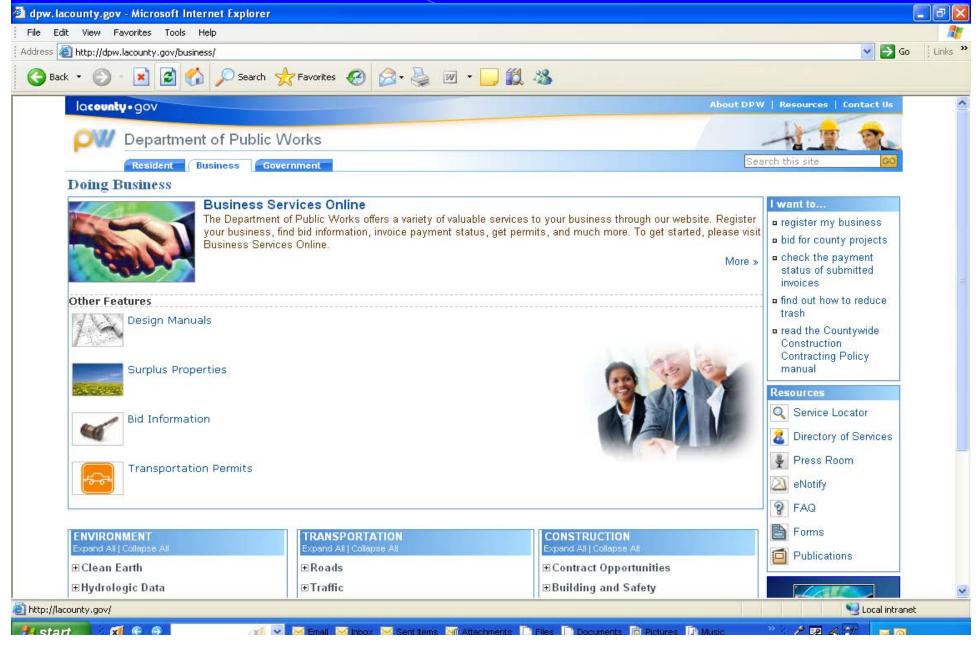
- Street Sweeping
- Used Motor Oil Rublic Education
- Alternative Technology Outreach
- Residential Recycling Public Education
- Countywide Smart Gardening
- Underground Storage Tank Designated Operator
- Waste Tire Recycling Program
- Maintenance of Bus Shelters
- Pump Pulling and Machine Repair
- Information Technology
 - Water billing system
 - Maintenance of Traffic Management System
 - As-Needed IT Personnel

Contract Services





http://dpw.lacounty.gov/business





Los Angeles County Office of Small Business & Procurement Technical Assistance Center



"Connecting Small Business With Government Opportunities"



Debbie Cabreira Johnson,
Program Director
www.laosb.org
323-881-3964

Mission:

To be the County's primary outreach, education and advocacy organization for small businesses

Objective:

To provide businesses with the marketing know-how and technical tools needed to obtain and perform successfully on County, State and Federal government contracts.

How the County Purchases Goods & Services

Purchasing V. Contracting

The Purchasing Agent acquires goods through the competitive bid process in two (2) basic methods:

- 1. Direct or "Spot" Purchases for goods or services over \$5,000.
- 2. Soliciting and establishing Agreements; for high volume, usage and/or routine requirements.

PURCHASING AGENT OR INTERNAL SERVICES DEPARTMENT (ISD)

County departments acquire goods & services in four (4) primary methods

- 1. Delegated Authority; for low dollar purchases (typically under \$5,000) with three (3) quotes.
- Requisition to the Purchasing Agent for a solicitation, spot purchase or to establish an agreement (over the department's delegated authority).

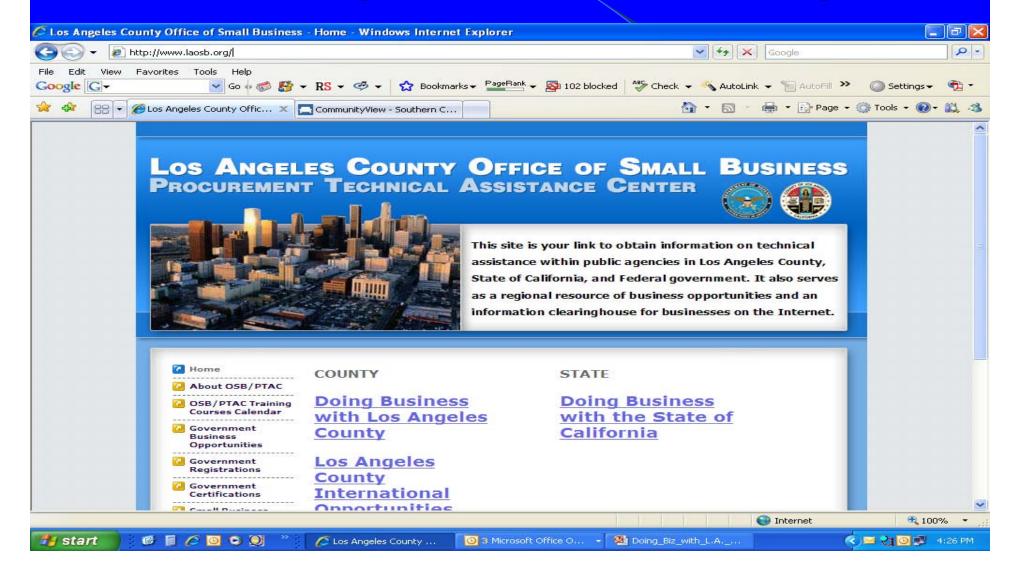
Primary Purchasing Methods (Continued)

- 3. Agreement Purchases; for high volume, high usage or routine goods.
- 4. Department solicitation for services, and award recommendation to the Board of Supervisors for approval.

Contracting

- Service Contracting
 - ✓ Services Contracts over \$100,000 are decentralized to County Departments.
 - ✓ Departments handle solicitations (IFB/RFP)
 - ✓ Master Agreements
 - ✓ Departments recommend contracts to the Board of Supervisors for approval.

www.laosb.org or through County Portal http://doingbusiness.lacounty.gov/



VENDOR RELATION HELP DESK: (323) 267-2725

DOING BUSINESS WITH US

Text Only

Most Requested

Enter a search term

To Enrich Lives Through Effective and Caring Service

Search

Advanced Search

County Home

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E-mail FAQ Public Info

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Vendor

Registration

county

About Purchasing & Contracting

Definitions

What Does The County Buy?

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Open Solicitations Master Agreements for Services

Awarded Bids & Contracts

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Procurement Offices Contract Managers

Questions/Comments/ Suggestions

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Standard Tems and Conditions

Purchasing Contracting

Jury Service Program Local Small Business Enterprise Preference Program Prohibition of Retroactive Purchase Orders and Contracts Contractor Debarment Contractor Non-Responsibility County Insurance and Indemnification GAIN\GROW Program Living Wage Program County's Child Support Compliance Program Construction Contracting Manual Safely Surrendered Baby Law

Office of Small Business

Disposal of County Surplus Property

Vendor Fairs and Workshops

Link to Other Government Resources

Los Angeles County Board of Supervisors County Services and Departments Federal State Other Local Government Agencies



Vendor Registration Information

Enter your primary address here. Later in the process, you will have the opportunity to indicate other addresses, if applicable. Fields with an asterisk are required.

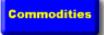
Vendor
Info
Commodities
Optional Entries
Solicitation Address
Order Address
Payment Address
Local Small Business

* Company Name :	Quality Clearning Supplies inc		
* Address :	1234 State Street, Suite 214		
Address :	(a)		
* City:	Los Angeles		
* County Code :	Los Angeles 💌 🕜		
* State :	California 💟 😮		
* ZIP/Postal Code :	90063		
* Country :	United States of America 💌 😮		
* FEIN/SSAN:			
	* First Name MI. * Last Name		
* Person to Contact :	John T Doe	?	
* Title :	President ?		
* Phone :			3
Toll Free :			
FAX:	562 940 3165 ? Ext:		3
E-Mail:	john.doe@qualitycleaning.com		
E-Mail Notification :	▽		

Uncheck the box: If you do not wish to receive Email notification of new Bids for commodities you have selected or notification about L.A. County Events.







Optional Entries

Solicitation Address

Order Address

Payment Address

Local Small Business

Vendor Registration Information Continued

Please fill in the information below once the form finishes loading.

Fields with an * are required.

* Cal. Tax Status:	In State 💌 🕜
Cal. Sales Tax Permit:	54555555
* Non-Profit:	N 🛂 🕜
* 1099 Required:	Yes 🔽 🕜 Are you doing business as a 1099 entity?
* Nbr of Employees	85
* Business Type:	Wholesaler 💌 😯
* Organization Type:	Corporation 🛂 😯
Independently Owned:	Yes 🛂 🕜
Incorporation State:	
Incorp Date: (mm-dd-yyyy)	11 29 1989 ? Required if Incorporation State selected
* Gross Revenue:	5,000,001 - 10,000,000 🕶 😯

Please Verify All Information is Correct Before Proceeding.

Press Continue to Submit entered Data.

Continue

Commodities/Services Selection Process

This Portion of the registration process lets you search for which commodities or services you can provide.

Use the delete key to clear an entry, not the spacebar.

A space by itself in either field will return all commodities and services.

cleaning	⊙ or	
	O not	
	O and	
	Search	

If you are finished selecting your Commodities/Services, Select the 'Finish Registration' button to complete the Registration Process.

Finish Registration

You can enter a full or partial word(s) to search our Commodities/Services Database. An example of some search methods are as follows:

To search for one Item - i.e. Film:

Type 'Film' in the first box. Leave the 'or' Radio Button selected and leave the second box blank.

Search for items that contain both words - i.e. Film and Paper:

Type 'film' in the first box.
Click the 'and' radio button.
Type 'paper' in the second box.

Commodities/Services

If you check any boxes, click on the "Submit Selection" button below.
If these aren't what you expected, don't check any boxes and click on Try Another Search.

	If the	ese aren't what you expected, don't check any boxes and click on Try Another Search.
065	AUT	OMOTIVE BODIES, ACCESSORIES, AND PARTS
		BODIES & EQUIPMENT-AUTOMOTIVE- SEWER/CATCH BASIN CLEANING
075	AUT	OMOTIVE SHOP EQUIPMENT AND SUPPLIES
		BRUSHES & CLEANING COMPOUNDS-AUTOMOTIVE
		AUTOMOTIVE SHOP- STEAM, COLD AND HOT WATER PRESSURE AND JET TYPES, PORTABLE AND STATIONARY (ALSO SEE 075-49) CLEANING & WASHING EQUIPMENT:
		SPECIALTY PRODUCTS-AUTOMOTIVE SHOP: CARBURATOR CLEANING COMPOUND, RADIATOR FLUSH & STOP LEAK, TRANSMISSION SEALING COMPOUND, WATER PUM LUBRICANT, WINDSHIELD WASHER SOLVENT, ETC.
165	CAF	ETERIA AND KITCHEN EQUIPMENT, COMMERCIAL
		FILTERS, GREASE CLEANING (FOR VENT HOODS)
175	CHE	MICAL LABORATORY EQUIPMENT AND SUPPLIES
	~	CLEANING EQUIPMENT AND SUPPLIES, LABORATORY
	~	SOLVENT RECLAIMING UNIT, CLEANING
192	CLE	ANING COMPOSITIONS, DETERGENTS, SOLVENTS, AND STRIPPERS - PREPACKAGED
	~	AROMATIC HYDROCARBON MIXTURES (CLEANING SOLVENTS)
		HERBICIDES AND OTHER POISONS, CLEANING AGENTS (USED TO CLEAN SPRAY EQUIPMENT)
		CLEANING COMPOSITIONS-PACKING PLANT, SMOKEHOUSE, SLAUGHTER HOUSE
	~	DETERGENTS-SPRAY-(FOR HEAVY DUTY AND STEAM CLEANING)
		COMPOUNDS-STEAM CLEANING
245	DAIF	RY EQUIPMENT AND SUPPLIES
		CLEANING MATERIALS (FOR DAIRY EQUIPMENT): CHLORINE SANITIZERS, MILKSTONE REMOVER, ETC.
260	DEN	TAL EQUIPMENT AND SUPPLIES

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Search By ...

Open Bids and Solicitations

Commodity / Services

Bid Title, Number, Description

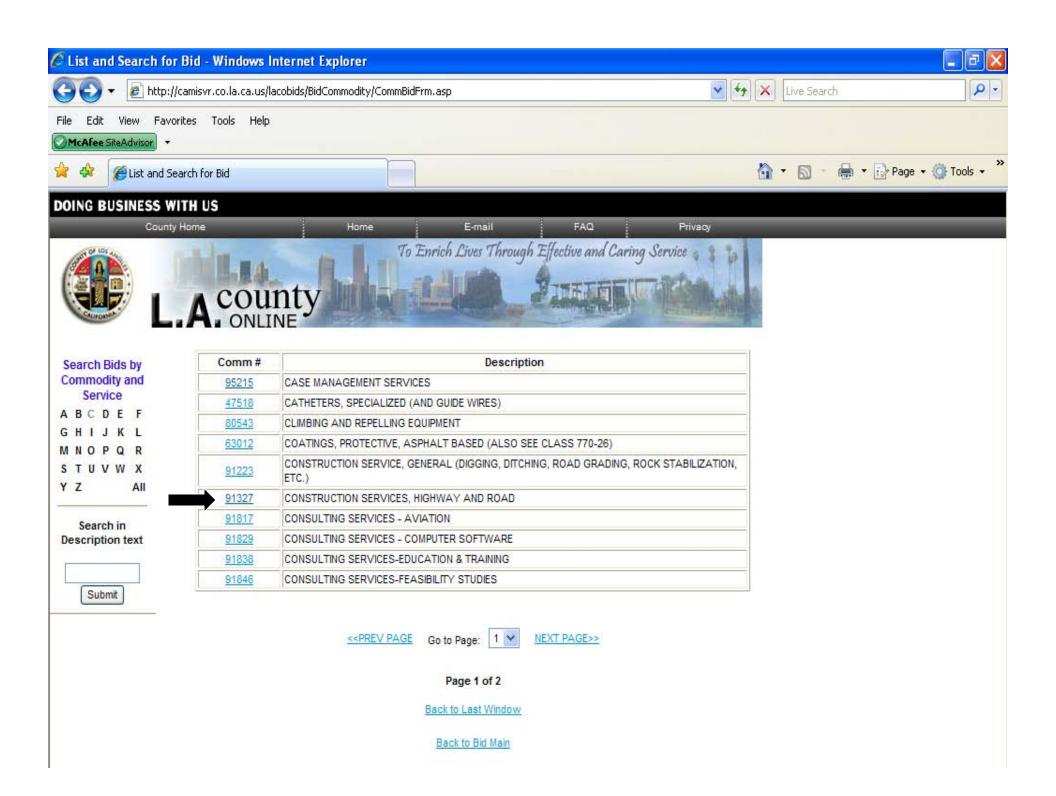
List by Department Los Angeles County is pleased to supply this listing of open bids. Open Bids can be searched by Commodity Description, County Department, Bid title and number. Open Bids will remain on this section of the web site until the closing date for the bid expires. Closed bids and awards can be viewed from the Search Bids/Awards section of this web site.

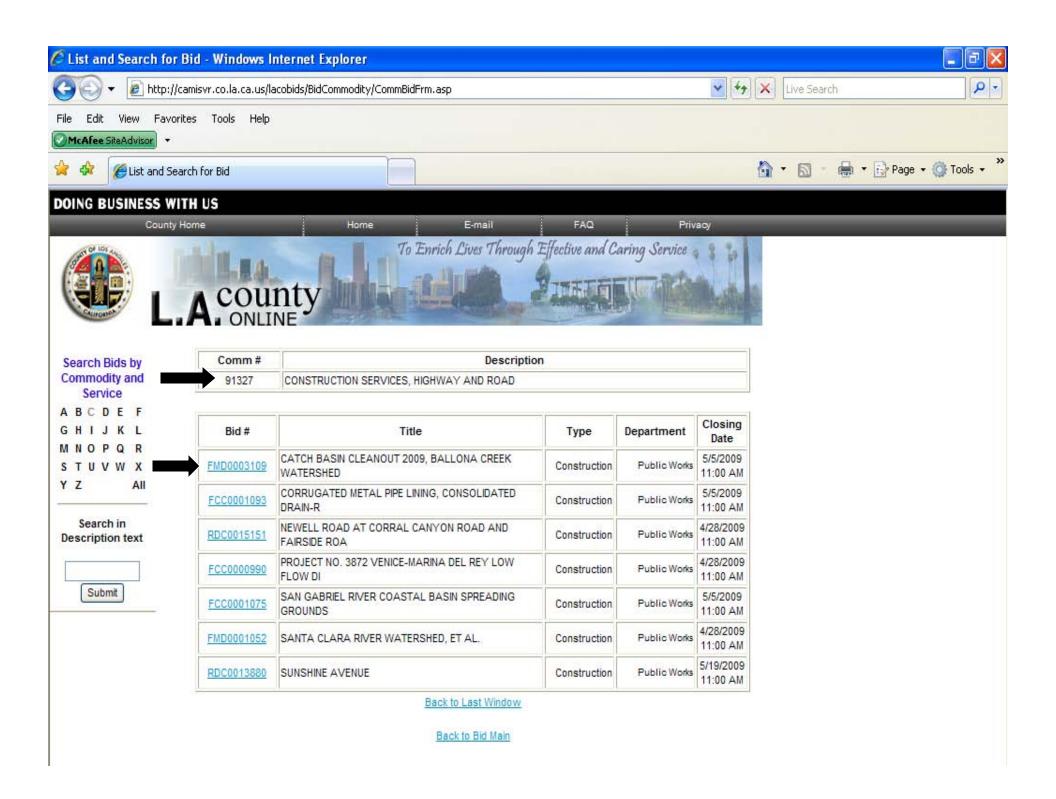
Please note:

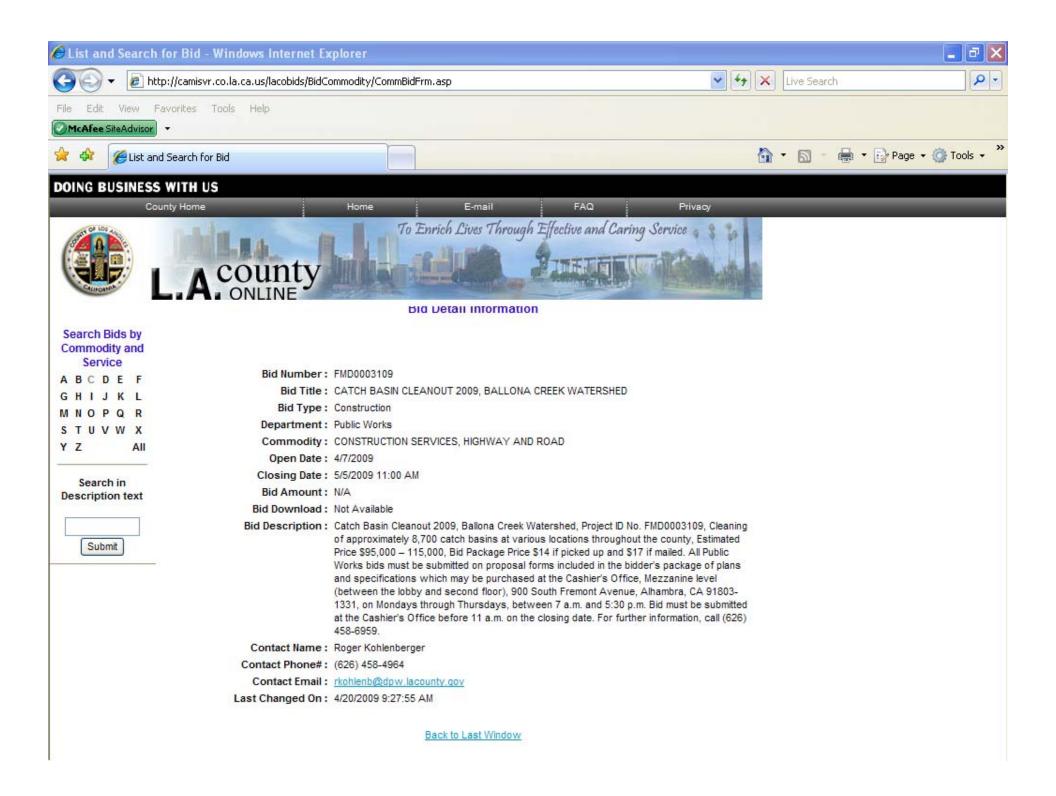
Vendors are required to register with the County of Los Angeles prior to responding to and submitting a solicitation to any Los Angeles County Department or Agency. Vendors can register online on the Los Angeles County Vendor Registration website at: LA County Vendor Registration.

The files to download can range in size from as small as 125k to as large as 3M, and are in an Adobe Acrobat PDF, MS Word, or WinZip compressed format. To view PDF documents the Adobe Acrobat Reader will need to be installed on your workstation. The Adobe Acrobat Reader is available **FREE** to download from **Adobe**.

Although the information on this web site is in a standard format, content may vary due to the specifications of each bid and the accuracy with which the information was entered by each County Department.







Outreach, Education and Assistance for Small Business

LOCAL SMALL BUSINESS ENTERPRISE (LSBE) CERTIFICATION PROGRAM

www.laosb.org

- 5% bid preference on County and certain federally funded purchases
- ✓ 15-day prompt payment on undisputed invoices
- Single point of contact to assist with payment issues
- Listing in the County SBE directory

Outreach, Education and Assistance for Small Business

FEDERAL BUSINESS OPPORTUNITIES

www.laosb.org

- ✓ Government Registration www.ccr.gov
- Federal Contracts Over \$25k
 - ✓ www.fbo.gov
- General Services Administration (GSA)
 - ✓ GSA Schedules at www.gsa.gov
- ✓ DoD
 - ✓ www.defenselink.mil
 - ✓ www.email.dla.mil

Training Courses and Vendor Events get connected to government opportunities! www.laosb.org

LOS ANGELES COUNTY OFFICE OF SMALL PROCUREMENT TECHNICAL ASSISTANCE CENTER





This site is your link to obtain information on technical assistance within public agencies in Los Angeles County, State of California, and Federal government. It also serves as a regional resource of business opportunities and an information clearinghouse for businesses on the Internet.

- Home
- OSB/PTAC
- Training
 Courses
 Calendar
- Government BusinessOpportunities
- Government Registrations
- Government Certifications
- Small Business
 Resources
- **□** FAQs
- Contact Information

Events and Training Courses Calendar

ADA Request

DATE TIME COURSE/EVENT **FLYER** LOCATION RSVP Click here to register at How to Obtain a GSA Schedules Long Beach Federal the GSA website. Contract - This free workshop is Building, Rm 3470, 8:00 AM to 05/07/09 designed to encourage and support small N/A 501 West Ocean 11:00 AM ousinesses interested in obtaining a GSA Boulevard. (GSA sponsored Schedules contract. Long Beach, CA 90802 workshop) For registration information email: Handerley Hotel pearl.andrews@l-7:30 AM to "Making the Connection with the San Mission Valley, 950 05/12/09 3com.com or 2:00 PM Diego Small Business Community" Hotel Circle North, San Click here Diego 92108 for flyer. phollenb@san.rr.com (San Diego Supplier **Development Council** sponsored event.

Home / Events and Training Courses Calendar

Tips for Successful Bids and Proposals

- Attend the pre-proposal or pre-bid meeting
- Network and ask questions
- Obtain the plan holders list
- Review the RFP or the Bid Documents
- Call us if you have any questions



Suggestions for Proposals

- Presentation Matters Provide a professional/quality proposal adhering to required format.
- Attention to Detail is Crucial Correctly complete all the required forms.
- Match your proposed staff with the preferred qualifications and experience in the Request for Proposals.
- Provide a work plan that is detailed and clearly identifies the activities necessary to provide the services.
- Do not simply repeat the scope of work in your proposal.
 Propose a staffing and resources plan that indicates that you have a good understanding what is required to provide the services.



Suggestion/Requirements for Construction Projects

- Review Bid Documents (Plans & Specs)
 - Review the Scope of Work & License(s) Requirements
 - Review the Bonding & Insurance Requirements
- Responsive Bid
 - Complies with all requirements in the Invitation for Bids
 - Valid Bid Bond from California Admitted Surety

- Responsible Bidder
 - Has the ability and resources to perform the work
 - Complies with the bonding
 & insurance requirements
- Award of Contract
 - Including SBE Preference lowest responsive and responsible bidders.
 - Complies with the bonding & insurance requirements



Opportunities for Subcontractors

- Subcontractors
 - Sitework
 - Masonry Construction
 - Framing and Fabrication
 - HVAC
 - Fire Protection
 - Electrical
 - Plumbing Systems
 - Mechanical Systems
 - Concrete Construction
 - Landscaping
 - Painting

- Suppliers/Vendors
 - Temporary Office Facilities
 - Furnishings
 - Office Supplies
 - Computers
 - Low Voltage: Alarms Data/Tele-Comm.
 - Materials
 - Specialty Equipment



Opportunities for Suppliers & Vendors

- Steel Decking
- Wood Products
- Building Insulation
- Roofing Material
- Flashing/Sheet Metal
- Sealants and Caulking
- Doors, Frames & Hardware
- Glass and Glazing
- Lath and Plaster
- Flooring, Carpeting, Tile

- Signage, Identification
- Bathroom Room Accessories
- Electric Gate Operators
- Food Service Equipment
- Window Coverings
- Heating, Ventilating and Air Conditioning
- Plumbing Equipment
- Emergency Power System



Panel/Questions



- Thank you for attending.
- Please pick up handouts in the back of the room.